

J & J LANDSCAPING, INC

OFFERING MEMORANDUM

ESTABLISHED IN EL PASO, TEXAS SINCE 1984



11320 MONTANA AVENUE
EL PASO, TX 79936

ESTABLISHED 30-YEAR COMPANY

■ REAL ESTATE

- Office, Shop, Retail Sales & Garden Center Facility
- 2.69-acre Strategic East El Paso Location
- Includes 4,000sf+/- Office & Retail Building
- Montana Avenue (Freeway) Frontage @ George Dieter Drive
- Includes Verizon Cellular Tower Lease

■ BUSINESS

- Landscape & Irrigation Design and Installation
- Materials and Plant Sales Nursery
- Commercial & Residential Services
- Long-term Relationships with Major Homebuilders
- Solid Financial Track Record
- Valuation at 7x Trailing Twelve Adjusted EBITDA



FULL-SERVICE LANDSCAPE DESIGN
AND CONSTRUCTION



MATERIAL SALES CENTER



REAL ESTATE OFFERING

2.69 ACRES OF LAND WITH OFFICE, SHOP, RETAIL SALES, GARDEN CENTER AND MATERIALS YARD

J & J LANDSCAPING REAL ESTATE AERIAL PHOTO

- Convenient Strategic Location
- Near the Intersection of East Montana Avenue (Freeway Access Road) and George Dieter Drive
- Adjoining Useable City of El Paso Storm Water Ponding Area

J & J Landscaping Inc - Google Maps

11320 Montana - J & J Landscaping Property

6/2/23, 7:06 AM



Imagery ©2023 Airbus, CNES / Airbus, Maxar Technologies, NMRGIS, U.S. Geological Survey, USDA/FPAC/GEO, Map data ©2023 100 ft

REAL ESTATE COMPONENTS

- 27,700sf Commercial Pad Site on Montana Avenue (Freeway)
- 89,530sf Rear Yard for Materials and Garden Center
- 4,000sf Office, Retail Sales and Shop Building
- Long-Term Cellular Tower Site Lease with Verizon Wireless
- Total of 2.6912 acres of Land Zoned C-4 (Heavy Commercial)
- PID #M62999900000200



REAL ESTATE LAND VALUATION

- FRONT PAD SITE COMPARABLES

RANGE OF VALUE: \$12/sf to \$16/sf

SUBJECT PAD SITE @ \$15/sf = \$415,500

- REAR YARD COMPARABLES

RANGE OF VALUE: \$8/sf to \$12/sf

SUBJECT REAR YARD @ \$9/sf = \$805,770

TOTAL LAND VALUATION: \$1,221,270

Average Land Value/SF = \$10.42



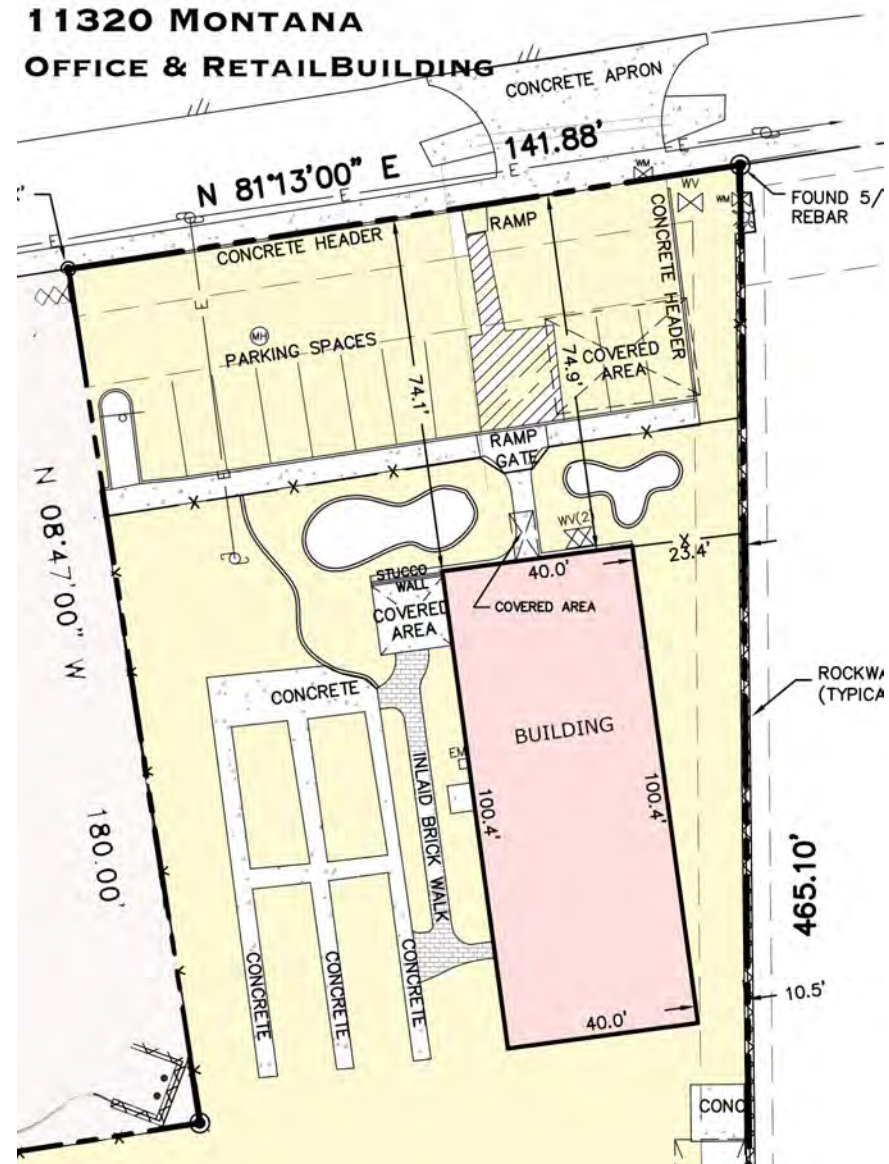
REAL ESTATE BUILDING VALUATION

4,000sf+/- OFFICE/RETAIL

WITH SHOP

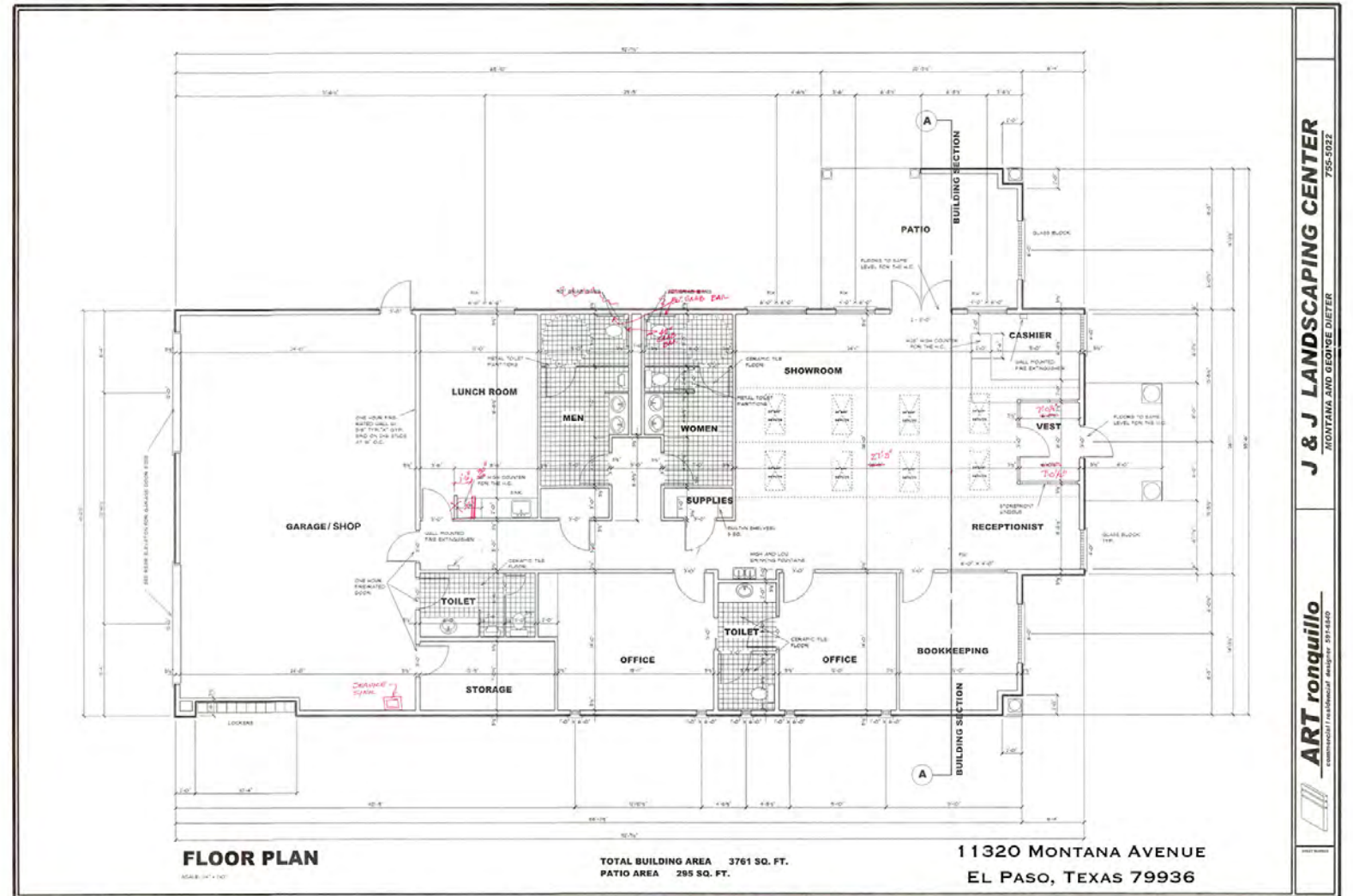
@ \$75/sf = \$300,000

(includes value of site fencing,
sidewalks, parking area, parking
shade, landscaping, etc)



REAL ESTATE BUILDING FLOORPLAN

*Floorplan from original
construction drawings, minor
modifications have been made to
current improvements.*



REAL ESTATE COMPONENT SUMMARY

J & J LANDSCAPING, INC 11320 MONTANA AVENUE, EL PASO, TEXAS 79936

Land Component: 2.69 acres \$1,221,270

Building Component: 4,000sf +/- \$300,000

Cellular Site Lease: \$111,692

TOTAL REAL ESTATE VALUATION: \$1,632,962



BUSINESS OFFERING

ESTABLISHED 30-YEAR EL PASO BUSINESS WITH SOLID FINANCIALS



OUR HISTORY

My name is Joe Lomeli, owner and founder of J & J Landscaping, Inc.. I started my company when I was only 22 years old, knocking on people's front doors and asking them if they needed any landscaping services. After a few years of hard work and dedication I was able to open my first office located in the Northeast part of El Paso. That office, on Threadgill Drive, was opened in 1987 employing more than 25 employees and providing landscaping services to the entire El Paso, Texas region. Eventually the business grew so much that I was forced to open a much bigger office - this one located on the Eastside of the city. In 2002 we moved to that new office located at 11320 Montana. Our new location provides full-service landscaping service, and we also provide a wide choice of landscaping materials as well as a nursery of plant materials. We currently provide services to more than five local homebuilders for design and installation of new home landscapes and irrigation systems, both front and back yards, including long-standing customers Carefree Homes, Desert View Homes, Classic American Homes, and Definitive Homes.

J & J LANDSCAPING ADMINISTRATIVE TEAM



Joe Lomeli, Founder



Joe Lomeli, President, Susette Hernandez, Secretary
and Andy Andrade, Comptroller

J & J LANDSCAPING CREWS



J & J LANDSCAPING CREWS



J & J LANDSCAPING CREWS



J & J LANDSCAPING CREWS



J & J LANDSCAPING INVENTORY & EQUIPMENT

NOTE: Landscape & Plant Materials Fluctuate Seasonally

J&J LANDSCAPING, INC.		
INVENTORY AS OF AUGUST 02, 2023		
PRODUCT	QUANTITY	VALUE
Compost	15 Tons	\$ 525.
Compost Mix	10 Tons	350.
Top Soil	30 Tons	600.
3/8" Desert Tan Rock	40 Tons	1,200.
Mixed Gravel	20 Tons	500.
1"-3" Cobblestone	40 Tons	3,000.
3"-6" Cobblestone	24 Tons	1,800.
Oversize River Rock	25 Tons	1,600.
3/4" River Rock	35 Tons	875.
3/4" Sierra Red Rock	20 Tons	600.
3/4" Olive Green Rock	5 Tons	150.
1 1/2" Olive Green Rock	15 Tons	450.
Boulders	40	3,000.
Desert Tan Screening	20 Tons	500.
3/4" Franklin Red Rock	40 Tons	1,000.
1 1/2" Franklin Red Rock	35 Tons	875.
Franklin Red Screening	25 Tons	625.
3/4" Mesa Red Rock	50 Tons	1,500.
1 1/2" Mesa Red Rock	40 Tons	1,200.
Mesa Red Screening	15 Tons	450.
3/4" Trail Mix	30 Tons	900.
Fine Sand	45 Tons	900.
Coarse Sand	25 Tons	500.
3/4" Padre Rock	40 Tons	1,200.
1 1/2" Padre Rock	20 Tons	500.
Padre Screening	20 Tons	400.

Golden Brown Screening	20 Tons	500.
3/4" Golden Brown Rock	35 Tons	1,050.
1 1/2" Golden Brown Rock	20 Tons	600.
Gray Screening	40 Tons	400.
3/4" Gray Crushed Rock	30 Tons	600.
3/4" Vado Blue Rock	35 Tons	1,050.
3/4" Desert Tan Rock	40 Tons	1,200.
1 1/2" Desert Tan Rock	25 Tons	750.
3/4" Hueco Rock	130 Tons	3,750.
1 1/2" Hueco Rock	40 Tons	1,000.
Flagstone	11 Pallets	4,400.
15 Gal. Trees	400	20,000.
5 Gal. Shrubs	920	13,800.
Cement	2 Pallets	960.
Rickmortar	1 Pallet	480.
Metal Stakes	150	1,800.
Wood Stakes	100	700.
50 lb. Colored Cement	50 Bags	8,750.
Plastic 4 mil	10 Pallets	12,000.
Plastic 6 Mil	4 Pallets	7,200.
Fertilizer Sacks 16-8-8	38 Bags	950.
Synthetic Nails	20 Boxes	1,200.
1' Scalloped Blocks	2 Pallets	500.
18" x 18" Brick Face Pavers	5 Pallets	1,500.
Landscape Boulders	20	800.
Rockwall Material	40 Tons	1,600.
Veneer Stone	4 Pallets	1,800.
Brick-Landscaping	22 Pallets	6,600.
Mesh Wire	5 Rolls	750.

Cyder Block	2 Pallets	400.
Weed Barrier Fabric		
(Commercial Black)	1 Roll	800.
Grey Residential Fabric	3 Rolls	825.
Synthetic Turf	2 1/2 Rolls	7,500.
Expansion Joint	3 Bundles	300.
	TOTAL	\$ 131,715.

J & J LANDSCAPING INVENTORY & EQUIPMENT

Value Summary

Tools:	\$3,840
Heavy Equipment:	\$55,000
Company Vehicles:	\$110,000
TOTAL VALUE:	\$168,840

J & J LANDSCAPING, INC.

SHOP AND GARDEN TOOLS

2 CEMENT MIXERS	\$ 400.
1 POWER WASHER	150.
13 CEMENT STAMPERS	750.
3 GAS TANKS	75.
1 WEIGH SCALE	350.
1 WELDER	150.
2 WELDING TANKS	50.
1 AIR COMPRESSOR	450.
1 (PISON)	50.
1 LADDER	50.
1 BATTERY CHARGER	50.
1 HAND JACK	50.
8 WHEELBARROWS	800.
10 PUSH BROOMS	200.
15 SHOVELS	150.
6 PICKS	60.
5 RAKES	50.
4 WATER HOSES	40.
2 SLEDGEHAMMERS	20.

J & J LANDSCAPING, INC.

HEAVY MACHINERY:

Forklift	\$ 10,000.
Bobcat	\$ 25,000.
Bobcat	\$ 20,000.

COMPANY TRUCKS:

2007 INTL. DUMP TRUCK 12 Ton	\$ 35,000.
2006 INTL. DUMP TRUCK 6 Ton	\$ 15,000.
2017 LAMAR TRAILER	\$ 4,000.
2019 NISSAN FRONTIER	\$ 18,000.
1997 FORD F37 TRUCK	\$ 3,000.
2004 FORD F350SD TRUCK	\$ 10,000.
2007 FORD F350SD TRUCK	\$ 10,000.
2003 FORD F350 TRUCK	\$ 15,000.

J & J LANDSCAPING FINANCIAL ANALYSIS

- **Complete 3-year financial summary and analysis available to qualified purchasers with execution of formal Confidentiality and Non-Disclosure Agreement (CNDA) provided by Seller.**

BUSINESS COMPONENT SUMMARY

J & J LANDSCAPING, INC 11320 MONTANA AVENUE, EL PASO, TEXAS 79936

Landscape & Plant Material Valuation: \$131,715

Vehicles, Tools & Equipment Valuation: \$168,840

Business Valuation @ 7x Multiple: \$2,300,000

TOTAL BUSINESS VALUATION: \$2,600,555

SUMMARY OF OFFERING

J & J LANDSCAPING, INC 11320 MONTANA AVENUE, EL PASO, TEXAS 79936

TOTAL REAL ESTATE VALUATION:	\$1,600,000
TOTAL BUSINESS VALUATION:	\$2,600,000
TOTAL OFFERING:	\$4,200,000*

*Business & Real Estate must be sold together.

This Confidential Offering Memorandum (the “Memorandum”) has been prepared solely for informational purposes from materials and information supplied by J & J Landscaping, Inc. (the “Company”) and other reliable sources, and is furnished through David Etzold, d/b/a Etzold & Co (hereafter “Etzold) as the exclusive authorized agent for the Company.

The information contained herein has been prepared to assist interested parties in making their own evaluations of the Company and its real estate assets and does not purport to be all-inclusive. While the information contained herein is believed to be accurate, Etzold has not independently verified any of the information contained herein and makes no representations or warranties either by the Company or Etzold as to the accuracy, reliability, or completeness of this Memorandum. In all cases, recipients should conduct their own investigations and analyses of the Company and the data set forth herein. The Company and Etzold expressly disclaim any and all liability for any representations or warranties (whether expressed or implied) contained herein, or any omissions from, this Memorandum or from any oral or electronic communications transmitted to the recipient in the course of recipient’s evaluation of the Company.

This Memorandum contains certain statements, estimates and projections provided by the Company which reflect management’s views regarding the anticipated future performance of the Company. Such statements, estimates and projections reflect various assumptions concerning anticipated results which may or may not prove to be correct, and there can be no assurances that any projected results are attainable or will be realized. No representations are made as to the accuracy of such statements, estimates or projections.

By accepting this Memorandum, the recipient acknowledges and agrees that all information contained herein and all other information made available to the recipient in connection with the recipient’s evaluation of the Company is of a confidential nature, that the recipient will treat same in a confidential manner in accordance with the Confidentiality Agreement signed separately by each recipient of the Memorandum, and that the recipient will not directly or indirectly disclose or permit its agents or affiliates to disclose any such information except in accordance with such Confidentiality Agreement.

In furnishing this Memorandum, neither the Company nor Etzold undertake any obligation to provide the recipient with access to any additional or updated information or to conduct any further discussions or negotiations. Neither this Memorandum nor its delivery to any recipient shall constitute an offer to sell any assets owned by, or securities related to, the Company. All communications and inquiries are to be directed to Etzold at:



EXCLUSIVE REPRESENTATION BY:

David F Etzold, Broker

NMQB and Texas Broker Licensed

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